

Message Text

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ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-05 RSC-01 DRC-01 /018 W

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R 132311Z MAY 74

FM AMEMBASSY MEXICO

TO SECSTATE WASHDC 1618

UNCLAS MEXICO 3922

FOR COMMERCE

E.O. 11652: N/A

TAGS: BMEP, BEXP, MX

SUBJECT: MAJOR PROJECTS - MATERIALS HANDLING EQUIPMENT FOR
SICARTSA-LAS TRUCHAS

REF: MEXICO 7926 (10/19/73)

1. EMBASSY INFORMED BY SICARTSA-LAS TRUCHAS ASSISTANT COORDINATING
MANAGER, SR PEREZ ROMO, THAT BID-SPECIFICATIONS ARE BEING
MAILED TODAY TO MEXICAN AGENTS OF US AND OTHER COUNTRIES'
SUPPLIERS OF MATERIALS HANDLING EQUIPMENT FOR NEW PLANT.
CONTRACT ESTIMATED AT APPROXIMATELY 150 MILLION PESOS (DOLS US
12 MILLION).

2. EMBASSY HAS BEEN TRYING SINCE LAST OCTOBER TO GET MORE DETAILS
OF EQUIPMENT NEEDED. IT SEEMS LAS TRUCHAS ENGINEERS COULD NOT
AGREE ON SCOPE OF SPECIFICATIONS UNTIL LAST MONTH. SINCE A
LARGE CONVEYING EQUIPMENT CONTRACT WAS RECENTLY AWARDED TO
AUSTRALIA. FOX CORP., CURRENT BID APPEARS TO CONCENTRATE ON
TRUCK AND LOCOMOTIVE APPARATUS, E.G. LIFT TRUCKS, CRANES, HOISTS,
FOR HEAVY LOAD TRANSPORT. S-LT ENGINEERS EXPRESSED TO EMBOFF
ADVANTAGE OF US PROXIMITY FOR FREIGHT COST AND REPLACEMENTS.
AS STATED IN REFTTEL, REPAIRS AND REPLACEMENTS ARE REASONS
FOR INSISTING ON DEALING THROUGH MEXICAN REPRESENTATIVES.
EMBASSY PROVIDED S-LT WITH LIST OF 21 POSSIBLE US SUPPLIERS
WITH MEXICAN AGENTS.

3. S-LT TODAY MAILING SPECIFICATIONS TO MEXICAN REPS OF FOLLOWING
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FIRMS: ALLIS CHALMERS (REPRESENTED BY MAQUINARIA INTER-

CONTINENTAL AND ALLIS CHALMES MEXICANA), P AND N INDUSTRIES, DALLAS (ALSO MAQUINARIA INTERCONTINENTAL), INGERSOLL RAND-NO ADDRESS GIVEN. (INGERSOLL RAND DE MEXICO, S.A.), PETTIBONE MULLINKEN CORP., CHICAGO (PETTIBONE DE MEXICO, S.A. DE C.V.), CHICAGO PNEUMATIC TOOL DIV., UTICA, N.Y. (CHICAGO PNEUMATIC TOOL DE MEXICO), WESTINGHOUSE AIR BRAKE CO. WABCO- NO ADDRESS GIVEN (DISTRIBUIDORES DE EQUIPES DE CONSTRUCCION, S.A.), CLARK EQUIPMENT CO., MICHGAN (PRODUCTOS INDUSTRIALES METALICOS, S.A.), CATERPILLAR TRACTOR CO., PEORIA (AGROMECANICA), HYSTER CO., PEORIA (AGROMECANICA), INTERNATIONAL HARVESTER, CHICAGO (EQUIPOS MECANICOS, S.A.), BUCYRUS ERIE, MILWAUKEE (EQUIPOS MECANICOS, S.A.), WARD LA FRANCE INTL., ELMIRA HEIGHTS N.Y. (AGENCIAS ECLIPSE, S.A.), TRIMOBILE (TRIMOBILE DE MEXICO), E.J. LONGYEAR CO., MINNEAPOLIS (LONGYEAR DE MEXICO, S.A. DE C.V.).

4. COMMENT. THE EMBASSY HAS NO LISTING ON SEVERAL OF THE ABOVE US FIRMS AND SOME MEXICAN AGENTS, HOWEVER MOST ARE WELL-KNOWN FIRMS. DISCUSSIONS WITH LT ENGINEERS INDICATE THEY ARE BECOMING DISILLUSIONED WITH PIECE-MEAL APPROACH BUYING EQUIPMENT FROM MANY COUNTRIES AND NOW PREFER LARGE CONTRACT PACKAGES. PROBLEM FOR US BIDDERS IS POLITICAL ONE OF BUCKING GOM TRADE DIVERSIFICATION POLICY. TECHNICIANS' ARGUMENTS WILL HAVE TO BE STRONG TO PERSUADE S-LT DIRECTORS TO CHANGE POLICY. ONLY THREE BIDS ARE YET TO BE OPENED FOR FIRST STAGE OF S-LT PROJECT: WATER TREATMENT PLANTS, FUEL PUMPS, AND EQUIPMENT FOR CLARIFIERS. POSSIBILITY GROWING THAT SECOND STAGE WILL BE CONTRACTED IN 2 OR 3 COMPREHENSIVE PACKAGES. US EQUIPMENT CONSIDERED GOOD QUALITY. DETAILS TO FOLLOW. JOVA

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